

Department of the Navy Naval Supply Systems Command



Year-End Review &

FY15 Projections





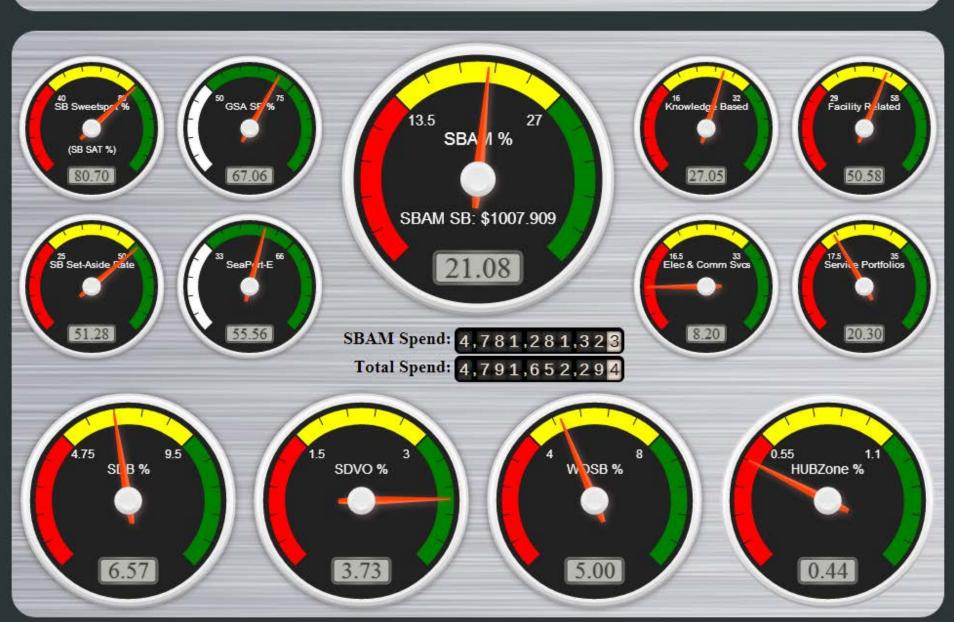
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Report Documentation Page

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FY14 SB Dashboard NAVSUP Data as of: 06 August 2014





Where do you think you will end up for FY14? Why?

SB – 26.0%, SDB – 8.0%, SDVOSB – 3.6%, WOSB – 6.6%, HZ – 0.6, Sweetspot – 81.0%.

Drivers: SB - \$200M in NMCI carry-over awards from FY13; HZ - loss of sources. Efforts: targeted emphasis on services & HZ; continued emphasis on SAP SBSAs.

Industries and/or socio-economic Concerns

- SB Final year of GBS (follow-on not awarded);
- HUBZone loss of certified firms;
- SDVOSB major SDVOSB contract may realign outside NAVSUP.
- Decline in spend continues at some customer-driven sites.

Significant unexecuted set-aside awards that impacted your FY14 goal

- GBS follow-on contract (100% setaside) was expected to be in place this FY but will not be awarded until Feb 2015.
- Impact: Multi-year requirements could not be placed on GBS in FY14. Some alternate strategic sourcing solutions did not result in set-asides.

Plan to Increase SB performance

Services Contracting: Establish deepdive positions with strategic sourcing office to pre-review expiring services contracts to identify break-up/break-out candidates for SB in "way ahead" mode.

Knowing our \$mall Business





Projected overall & SB spends in FY15

NAVSUP Eligible Spend for FY15:

\$6 8 Billion

Small Business Spend for FY15:

\$1.77 Billion – 26.0%

Command's projected targets and group performance in FY15

SDB - 8.0%

SDVOSB - 3.5%

WOSB - 6.6%

HUBZone - 0.6%

Sweetspot – 81%

KBS: 30%

Facility: 50%

Elect/Comm: 10%

Non-expiring funds pushed to FY15 & beyond that would impact coming years

N/A

Strategy changes from FY14

- Expiring services contract deep-dive analysis initiative.
- Supplies: review LTCs for SB passthrough items & remove where possible.



Concerns

- FPDS-NG logic out-of-date
- NMR disconnect with SBA (FAR guidance vs. SBA intent) on distributor "set-asides" for brandname/SS products.
- Overseas application of SB programs and resulting impact.

Developed Metrics

- Track percent of award actions to SB in addition to percent of award dollars.
- Rate of competition

What's right?

Keep dashboard focus on the SB program targets.

What's missing?

Competition statistics.

What can be better?

- Portfolio spend data not accurate due to FPDS-NG pulling only the top NAICS assigned to a MAC. (KO can't change in CARs.)
- Set-aside rate not accurate due to FPDS-NG inability to code discretionary set-asides.







Status Update Requests – what is the latest news on:

- •Implementing the SBA Final Rule regarding SB programs applying regardless of place of performance (e.g., overseas)
- •Consolidating SYSCOM SB offices
- •Changing small business series to 1101
- •Eliminating part-time SB positions
- •Releasing DD2597 revision, latest version



